

Patient-Centered Counseling Guideline-Overweight and Obesity

Step 1. Introduce and Orient the Patient

Introduce yourself and your role

Describe the purpose of the session

Hello, name, I am a health educator and we have about 20 minutes to talk about your concern about your weight.

We can explore reasons you might want to lose weight and figure out what strategies for weight loss will work for you.

What would you like to know before you leave here today?

Step 2. Identify the Patient's Risk Behaviors and Circumstances

Identify the specific behaviors that place him or her at risk for negative health outcomes

Focus the patient on specific behaviors, situations, and significant others that contribute to his or her risks

What would make it be hard for you to lose weight?

When do you engage in named behavior (e.g., binging)?

Who are the people in your life that influence your eating patterns?

Step 3. Identify the Patient's Stage of Change

Assess how ready a patient is to adopt healthier behaviors.

Talk with the patient in a way that corresponds to his or her stage of change.

Assess his or her current stage

Assist the patient to move toward the Action Stage.

Tell me why you want to lose weight

When do you plan on starting a weight loss program?

What exactly are you planning to do?

Step 4. Identify Incentives and Barriers to Behavior Change

Identify which behavior factors pertain to the patient

Assess whether the factors are incentives or barriers to change

Tell me what you know about how to lose weight.

What has happened in the past when you've tried to use this approach?

How have you been successful in losing weight in the past? What will make it hard for you this time? Who will support/sabotage you?

Step 5. Identify Healthier Goal Behaviors

Reinforce the patient's previous risk-reduction efforts

Identify specific safer goal behaviors that the patient is willing to try to adopt

What are your short-term/long-term weight-loss goals?

Why are these goals important to you?

How will losing weight affect you personally? What will you do when you lose weight?

Step 6. Develop a Personalized Action Plan

Help the patient establish a personal plan to reduce his/her risks

Assess the readiness of the patient to change behaviors

Discuss barriers and benefits to adopting new behaviors

What things are you willing to do in order to succeed? Let's talk about some different approaches and which you might prefer.

How would you go about fitting this approach into your current lifestyle? How can you stay "on course"?

Step 7. Make Effective Referrals

Discuss and offer options for referrals

Refer to known and trusted services and assess client response

Develop a follow-up plan

How would you feel about attending some nutrition classes?

What do you need more help on to succeed?

Are there any reasons that you would have difficulty starting a physical activity program?

Step 8. Summarize and Close

Identify the major points, including feelings; tie them together

Formulate a concise statement of client's issues and decisions

Check that client "owns" the plan

We've talked about your concerns. You've said you want to take the following steps...(list). In addition, you're going to sign up for our nutrition group support program. If you have difficulty, you'll get back with me. Do you feel comfortable with your plan? Have a good day.

(Nutrition Info: <http://www.cdc.gov/nccdphp/dnpa/nutrition/index.htm>)